



backing local change.

POSITION DESCRIPTION

General Manager of Fundraising

POSITION TYPE

Full-time

REPORT TO

Chief Executive Officer (CEO)

DIRECT REPORTS

- Campaigns Manager
- Partnerships Manager
- Grants Manager

The GM of Fundraising is a newly created role and will be part of ygap's executive leadership team. You will be working alongside a highly energetic, entrepreneurial, innovative team who believe in the power of social entrepreneurship in lifting the poorest out of poverty.

In the last 10 years, ygap has created and led incredibly innovative and successful fundraising campaigns including our current Polished Man campaign and the 5 cent campaign.

As the GM of Fundraising, you will be a technical leader in your field and bring this expertise to support the growth of our current fundraising streams, and design and implement new innovative fundraising initiatives. In addition, you will have the opportunity to create and strengthen connections between communities and donors to create deep, sustainable impact globally.

ABOUT YGAP

Ygap is an international development not-for-profit with an innovative approach to alleviating poverty.

We back innovative impact ventures led by local people in some of the world's toughest communities.

This is the most effective and sustainable way to tackle poverty; local impact entrepreneurs deeply understand the unique challenges of their communities and are best placed to develop impactful solutions.

Ygap provides the opportunity, training, funding and the ongoing support to grow social impact ventures and lift communities out of poverty.

We work across Africa, SE Asia, the Pacific and Australia. To date, we have improved the lives of close to 600,000 people living in poverty.

OUR RECRUITMENT GUIDING PRINCIPLES

We have three guiding principles by which we approach our hiring process:

1. We embrace working remotely and flexibly: it is about the quality of work and how best to achieve this
2. We encourage applicants from all cultures, ethnicities and backgrounds.
3. We have a strong focus on diversity, inclusion, gender equity and gender equality across all our operations.

OUR VALUES

Humility

It's not about us, it's about the people we serve.

Empathy

We genuinely care about the work we do

Integrity

We work like everyone is watching

Effectiveness

We make decisions and then get things done

Innovative

We challenge assumptions, test new ideas and take smart risks

KEY SELECTION CRITERIA

Essential

1. Demonstrable expertise and success in designing and delivering innovative digital fundraising campaigns
2. Demonstrable success in acquiring and stewarding High Net Worth donors and Corporate Partners
3. Established relationships and network in the Australian Philanthropic and or Social Impact Sector
4. Strong understanding and experience in managing Australian and Global Grants
5. Demonstrated expertise in creating and executing successful new fundraising streams within an organisation
6. Demonstrated success in managing high-performing teams
7. Demonstrated understanding of finance, analysis and reporting to stakeholders
8. Minimum 5 years of senior-fundraising experience

Desirables

1. Experience working with agencies to best develop fundraising campaign creative direction
2. Skills in digital marketing strategy development to support campaigns
3. Excellent ability to manage relationships and communicate verbally and in writing with a diverse range of stakeholders and for a variety of purposes with the support of a CRM System

KEY RESPONSIBILITIES AND DELIVERABLES

1. Develop and execute the strategy that enables ygap to set annual targets that your team will be challenged and inspired to meet
2. Leading and growing of ygap's current fundraising streams including the Polished Man Campaign, Partnerships and Grants.
3. Design, implementation and growth of new fundraising streams
4. The growth of ygap's fundraising revenue to support our growing work in impact

TIME COMMITMENT AND TRAVEL

There may be periodic meetings and events outside of 'traditional' businesses hours due to the time zone difference of the global team and where they are based. There may also be some travel required intermittently throughout the year for periods of up to two weeks.

The General Manager of Fundraising will be a full-time role based in ygap's HQ office in Richmond, Australia.

APPLICATION PROCESS

- Please submit a cover letter addressing "Key Selection Criteria" together with a current CV to manita.ray@ygap.org. Please include in the subject line of the email "<First Name> - General Manager of Fundraising - Application"
- Applications close: midnight on Friday 25th January 2019 .
- Applications will be processed and candidates interviewed as applications are received and we encourage you to apply early.